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WESTINGHOUSE ELECTRIC CORPORATION



FRIENDSHIP
INTERNATIONAL AIRPORT
BALTIMORE, MD.

22 January 1957

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Subject: Terrain Avoidance Proposal

Reference: AAN-30342, Westinghouse Proposal Letter
Dated 21 December 1956.

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The referenced letter submitted a proposal for Terrain Avoidance Systems which has subsequently been revised eliminating Item 4, flight test of a breadboard model.

Forwarded with this letter are two copies of our revised proposal covering the following items of work:

- Item (1) Study phase to result in detailed specifications of the Terrain Avoidance Equipment.
- Item (2) Develop, fabricate and perform tests of a breadboard model.
- Item (3) Fabricate one developmental flyable model.

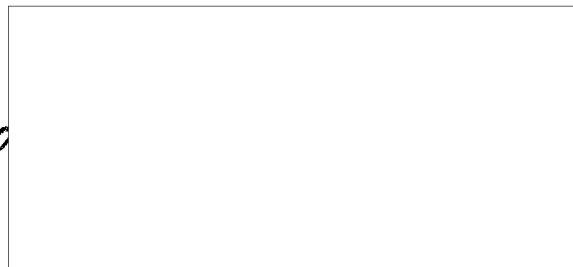
Delivery is quoted as follows:

- Item (1) - One month after go ahead.
- Item (2) - Thirteen months after go ahead.
- Item (3) - Thirteen months after go ahead.

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Proposal follows memo 2/6/57

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The delivery of Items 2 and 3 is predicated on no delay being incurred in the approval of the detailed specifications developed under Item 1.

Work has started on this program as of 21 January in anticipation of contractual coverage.

For this effort a fixed price quotation, subject to redetermination as outlined in contract FL-3011, of \$525,429 is submitted. This quotation includes profit based on 7% of the estimated cost. Cost Analysis for each of the above items are enclosed.

Considering the nature of the work involved, it is proposed that redetermination be planned upon completion of the 8th month of work. It is acceptable to Westinghouse to include this work under a new contract.

Very truly yours, /

Sales Engineer /

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COST ANALYSIS

~~XXX~~~~CONFIDENTIAL AND PROPRIETARY~~

GENERAL - This analysis includes:

Description Terrain Avoidance Systems.

1. ☒ Estimated cost for bid _____
2. ☐ Entire Contract _____ Item No. 1 Study
3. ☒ G.O. or Neg. No. AAN-30342 Contract No. _____ Bid Date 1/22/57

COST ANALYSIS

A Direct Cost	<u>Dollar Amount</u>
(1) Direct Material	\$ <u>525.</u>
(2) Model Shop Labor	_____
(3) Model Shop Overhead (____% of Item 2)	_____
(4) Engineering Labor 1200 Hrs. @\$3.69	<u>4,428.</u>
(5) Engineering Overhead (<u>75.1</u> % of Item 4)	<u>3,325.</u>
(6) Drafting Labor	_____
(7) Drafting Overhead (____% of Item 6)	_____
(8) Other Items of Direct Cost (Specify)	_____
(9) Subtotal - Items of Direct Cost	\$ <u>8,278.</u>
B. General and Administrative Expense	
(<u>12.6</u> % of Item A (9))	<u>1,043.</u>
C. Estimated Profit	<u>9,321.</u>
D. Proposed (<u>7</u> % of Item C)	<u>652.</u>
E. Other Contract Performance Cost	_____
Total Estimated Cost, including Profit Fixed Fee	\$ <u>9,973.</u>

This is to certify that the information contained in this report has been compiled from the records and books of this Company (or if covering a bid estimate, is based on such books and records), and to the best of our knowledge and belief, the costs and expenses shown hereon are correctly stated.

WESTINGHOUSE ELECTRIC CORPORATION

Date 1/22/57

By _____

Manager, Air Arm Div.

COST ANALYSIS
FOR
COST PLUS FIXED FEE CONTRACTS

GENERAL - This analysis includes:

Description Terrain Avoidance1. ☒ Estimated cost for bid

System

2. ☐ Entire Contract

Item No.

2 Breadboard Model3. ☒ G.O. or Neg. No. AAN-30342

Contract No.

Bid Date 1/22/57COST ANALYSIS

A Direct Cost

Dollar Amount

(1) Direct Material

\$ 61,950

(2) Model Shop Labor 4,000 hrs. @ 2.29

9,160(3) Model Shop Overhead (111% of Item 2)10,204

(4) Engineering Labor 13,400 hrs. @ 3.34

44,756(5) Engineering Overhead (73.0% of Item 4)32,672

(6) Drafting Labor

(7) Drafting Overhead (% of Item 6)

(8) Other Items of Direct Cost (Specify)

(9) Subtotal - Items of Direct Cost

\$ 158,742

B. General and Administrative Expense

(12.6 % of Item A (9))20,001

C. Estimated Profit

178,743D. ~~Fixed Fee~~ (7 % of Item C)12,512

E. Other Contract Performance Cost

Profit

Total Estimated Cost, including ~~Fixed Fee~~ Profit\$ 191,255

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WESTINGHOUSE ELECTRIC CORPORATION

Date 1/22/57

By

Division Manager

COST ANALYSIS
FOR
COST PLUS FIXED FEE CONTRACTS

GENERAL - This analysis includes:

1. XXXXXX Estimated cost for bid2. Entire Contract3. XXXXXX G.O. or Mag. No. AAN-30342Description Terrain AvoidanceSystem Item No. 3 - Development ModelContract No. Bid Date 1/22/57COST ANALYSIS

A Direct Cost

Dollar Amount

(1) Direct Material

\$ 65,100

(2) Model Shop Labor 8,000 hrs. @ 2.29

18,320

(3) Model Shop Overhead (111.4% of Item 2)

20,408

(4) Engineering Labor 22,400 hrs. @ 3.41

76,384

(5) Engineering Overhead (73.4% of Item 4)

56,066

(6) Drafting Labor 8,000 hrs. @ 2.53

20,240

(7) Drafting Overhead (62.1% of Item 6)

12,569

(8) Other Items of Direct Cost (Specify)

(9) Subtotal - Items of Direct Cost

\$ 269,087

B. General and Administrative Expense

(12.6 % of Item A (9))

33,905

C. Estimated Profit

302,992

D. ~~XXXXXXXX~~ (7 % of Item C)

21,209

E. Other Contract Performance Cost Total Estimated Cost, including Profit

\$ 324,201

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WESTINGHOUSE ELECTRIC CORPORATION

Date 1/22/57By Mgr. Sales Dept